



NUWCDIVNPT SeaPort-e Council Meeting

Dec 11, 2013

Industry Questions and Answers

- **Q1: What are the general guidelines as to when the NUWC technical folks are restricted from any further discussions with industry on particular solicitations?**
 - **Is it after any information release to industry such as pre-solicitation conference, sources sought, draft RFP, RFP, etc.?**
 - **NUWC technical departments/folks appear to be inconsistent in what they discuss with individual contractors and when within the solicitation phases. Some departments are reasonably open while others refuse to discuss future opportunities individually with contractors at any time. Are guidelines provided to Division employees and, if not, will they be in the future?**



Industry Questions and Answers

Q1: Continued

- **DIVNPT technical codes are allowed to meet with companies to discuss Corporate capabilities as part of their market research. They should not discuss specific procurements**
- **Once solicitation is on the street all questions should be submitted via the SeaPort-e Portal and communication with the Technical Code should stop. All communication will now be through the Contracting Officer**



Industry Questions and Answers

- **Q2: Can the Government please describe the cost realism process performed to determine offerors cost realism evaluation?**
 - **Cost realism is performed in accordance with FAR 15.4. Each proposal/solicitation is unique in terms of circumstances for analysis. However, we do utilize various sources of information including: DCMA, DCAA, payroll journals and Wage Determinations**

Industry Questions and Answers

- **Q3: DoD is looking to reduce costs in part by combining contracts. However, DIVNPT's goal is to increase SBSA awards which typically leads to larger number of smaller contracts.**
 - **Is DIVNPT planning on combining contracts in the future?**
 - **No. There is no plan to combine contracts at DIVNPT. We are breaking up larger contracts, where beneficial, as part of our initiatives to increase competition**
 - **If yes, what is the extent, e.g., any goal based on number of contracts or dollar value?**
 - **N/A**



Industry Questions and Answers

- **Q4: Any effort ongoing to increase contract durations to 5 years vice the current 3 year (1 base year + 2 option years)?**
 - **This Department of Navy policy is one of several initiatives established to obtain greater efficiencies and competition in procuring goods and services. We are not aware of any plans to increase contracts durations for the knowledge based services we here at NUWCDIVNPT typically procure**



Industry Questions and Answers

- **Q5: Since DIVNPT says it is looking to increase competition, will transition plans for non-incumbents be required as part of future proposals?**
 - **Yes. The requirement for Transition Plans was added to DIVNPT procurements several months ago as part of several initiatives to increase competition**
 - **Other initiatives include: Draft Solicitations, Sources Sought, Pre-Solicitation Conferences, Site visits, increased page count for Past Performance, Advanced Notices, Hypothetical Questions, extending RFP response times, Industry Days, etc.**



Industry Questions and Answers

- **Q6: Going forward, will DIVNPT start (or increase) the use of LPTA vice the historically used Best Value awards?**
 - **NUWCDIVNPT will continue to evaluate each specific procurement on its merit to determine which Best Value acquisition strategy is most suitable (LPTA or Tradeoff)**

Industry Questions and Answers

- **Q7: What is the SBSA goal?**
 - **FY 14 NAVSEA-assigned goal: 25%, DIVNPT-assigned goal: 45%**
 - **What is the current status of SB awards; % of awards and % of total contracts value?**
 - **FY 13 SB \$ % achieved: 37% (\$126M)**
 - **What can be expected in future solicitation requirements regarding small business participation goals in full and open competitions, e.g., small business participation %; specific category of SB such as SDVOSB, WOSB, etc.?**
 - **Small Business Participation will continue to be an evaluation factor that is separate from the requirement of a Small Business Subcontracting Plan in full and open, unrestricted procurements. NUWCDIVNPT reviews each acquisition to determine what is an overall total reasonable and realistic percentage for the Small Business**

Industry Questions and Answers

Q7: Continued

- What can be expected in future solicitation requirements regarding small business participation goals in full and open competitions, e.g., small business participation %; specific category of SB such as SDVOSB, WOSB, etc.? (Con't)
 - **Separate and distinct from the Small Business Participation factor requirement, offerors in accordance with FAR 19.704, are required to submit Small Business Subcontracting Plans with goals of 5% for SDB and WOSB and 3% for HUBZONE and SDVWSB. If offeror offers goals less than this, they have to provide explanation**



Industry Questions and Answers

Q7: Continued

- Does funding to small businesses as subs to large business primes (or other SB primes) contribute to the Division's SB goals? Should they? Will they?
 - Funding to small business sub contractors is not calculated in the Federal Procurement Data System-Next Generation (FPDS-NG), therefore does not contribute to goals
 - This is a Federal System, and we are not aware of any plans to change the algorithm

Industry Questions and Answers

- **Q8: During the June 2012 Industry Day, Mary Wohlgemuth, DIVISION TD, stated that they were working to increase competition on awards and listed a number of planned actions. Please review those actions during the meeting and provide status. Are there any additional related actions implemented or planned?**
 - **(See next slides)**



Industry Questions and Answers

Q8: Continued

- A. Bi-annual National Contract Management Association (NCMA) meeting DIVNPT will focus on competition**
- Increase the competitive environment in acquisitions at Division Newport, and enhance the knowledge of current projects and future needs
 - **The next NCMA Industry Day is scheduled for June 2014. Anticipate providing a two-year forecast as part of each Department's presentation**
- B. Implement Electronic Reading Room for Contractors**
- Initiate reading room after contract is awarded; part of post-award contract administration.
 - **DIVNPT is currently developing/implementing the ERR. Anticipate that this will be "rolled out" at the upcoming NCMA/DIVNPT Industry Day in June 2014**

Industry Questions and Answers

Q8: Continued

- C. Provide accurate and longer lead times to contractors on Request for Proposal (RFP) issuance
 - Allow contractors to be better prepared for responding to solicitations.
 - **DIVNPT has implemented this as part of several initiatives to increase competition**
- D. Establish evaluation criteria to provide incentives for limiting sub-contracting
 - **Any criteria would be developed during the Strategy Meeting. Currently there is no established criteria and/or policy**
- E. Limit pass-through costs
 - **NUWCDIVNPT is seeing results in limited pass through costs based on the initiatives we have implemented (i.e. Sources Sought, Pre-Solicitation Conferences, Site Visits, increased page count for Past Performance, Advanced Notices, Industry Days)**



Industry Questions and Answers

Q8: Continued

- F. Look at optimum contract/task order scope for competition**
 - **The overall analysis is complete, and is further refined during Strategy Meetings**
- G. Evaluate the size of contracts/task orders**
 - **The overall analysis is complete, and is further refined during Strategy Meetings**
- H. Division Newport Contracting Office approval for post-award addition of sub-contractors**
 - **This has been a standard process for DIVNPT since the implementation of SeaPort-e**



Industry Questions and Answers

- **Q9: Regarding new Federal Law PL 112.239 Section 1651 Dated January 2nd 2013 that discusses “Similar Situated Entities”**
 - **When/will this new law making it easier for two or more small businesses to work together to meet the 50% requirement be implemented in Seaport-e?**
 - **Per Dahlgren, there are no plans to implement this into SeaPort-e**



Industry Questions and Answers

- **Q10: Will NUWC allow this Q&A to be posted or provided to Industry?**
 - **Yes. It will be provided to NCMA, SENEDIA and AFCEA for distro after today's meeting**



Industry Questions and Answers

- **Q11: Will NUWC consider going back to defined LOE by Labor Categories like other some other NAVSEA Warfare Centers? It would provide a more balanced competition for those bids and limit unrealistic estimates for the work required.**
 - **In accordance with FAR 37.102, NUWCDIVNPT issues performance based Request for Proposals. While we establish and include the total LOE in the RFP, we feel it is up to the offeror to propose how the LOE will be accomplished based on their individual approach**

Industry Questions and Answers

- **Q12: Explain the role of the Independent Government Cost Estimate (IGCE) in the Navy's Cost Realism Analysis, if any. Is anything greater than xx% higher or lower than the IGCE ever considered "unrealistic?"**
 - **The IGCE is the Government's estimate of the approximate price/cost of a requirement. It is prepared based on knowledge and expertise of the requirement as well as historical information from previous procurements**
 - **Every offer is evaluated on its technical merit and the costs associated with the offer.**
 - **Differences between IGCE and offers are reviewed to determine why difference exists. Results of review can vary such as requiring negotiations to ensure understanding**

Industry Questions and Answers

- **Q13: For non-SeaPort-e contracts, the Government includes the number of bids received in its contract award announcements. However, for SeaPort-e presently only those who submitted a bid are notified of the number of other bidders. In the interest of increased visibility and competition in the future, request the Government make this information public for all SeaPort-e task orders awarded. Ideally, this could be done system-wide using the SeaPort Enhanced Task Order Award Report promulgated via the Portal; but until that time, could NUWC Newport make this information public locally to the contractor community in some manner?**
 - **There is no plan to accomplish this at the SeaPort-e level. However, DIVNPT will do this as follows: once an award is announced on the SeaPort-e Portal, Industry can submit a question to the portal, and Code 59 will respond with the number of bids submitted**



Industry Questions and Answers

- **Q14: Regarding the NAVSEA policy for justification of personnel exceeding a particular fully burdened labor rate: for planning purposes, can you clarify the basis for when this justification requirement is included in NUWC solicitations and when it is not?**
 - **Some recent NUWC solicitations include the clause in Section L, while others do not; and in the ones that include the clause, the tripwire rate has varied between \$125 and \$156/hr**
 - **This may be a timing issue. NUWCDIVNPT solicitations should include the requirement for offerors to submit justification when fully burdened labor rates exceed \$156/hour. Prior to 31 Jul 2013, the justification rate was \$125/hour. We will remind our personnel to include this requirement in all solicitations**



Industry Questions and Answers

- **Q15: Regarding the Solicitation instructions in L31SX (Proposal Requirements) – recent solicitations have used versions of the clause dated either Sep 2011 or Apr 2013.**
 - **Is there a basis for when one version vs. the other is used?**
 - **Again, this may be a timing issue in that we still have several old solicitations in process. However we will remind our folks to include the most current version**

Industry Questions and Answers

- **Q16: Recent NUWC solicitations have included different proposal submission requirements than in past solicitations (such as pass/fail requirements, sample/hypothetical tasks etc.).**
 - **Are such new requirements going to be the new tendency in NUWC solicitations?**
 - **Yes, NUWCDIVNPT intends to add requirements as necessary as part of several initiatives to increase competition**
 - **Additionally, these new requirements seem to vary from one solicitation to another**
 - **Again this may be a timing issue in that we still have some old solicitations open**
 - **Should the community expect less standardized/more tailored proposal submission instructions going forward?**
 - **Yes, NUWCDIVNPT will review each procurement and determine what requirements are necessary**

Conclusion

- **Thank you NCMA for your support of this SeaPort-e Council meeting**
- **This Briefing/Q&A will be distributed via NCMA, AFCEA, SENEDIA**
- **Upcoming Events**
 - **Need ideas/topics etc. for SBRT meetings for Jan, Feb, Mar and Apr**
 - **Next SeaPort-e Council Meeting: May 28, 2014**
 - **NCMA/NUWC Industry Day: June 2014**